

US EPA ARCHIVE DOCUMENT

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# Sustainable Purchasing Best Practices



Alicia Culver

Responsible Purchasing Network

US EPA Web Academy Webinar • June 13, 2011  
Green Products – Progress and Challenges

# RPN

**Nonprofit, ~200 members**

- **States**
- **Local governments**
- **Federal agencies**
- **Colleges and universities**
- **School districts**
- **Businesses**
- **Non-profits**



## RPN Mission

*“Promote and practice responsible purchasing by identifying best practices, developing effective purchasing tools, educating the market, and using our collective purchasing power to maximize environmental stewardship, protect human health, and support local and global sustainability.”*

# Sustainable Procurement Policy Goals

**“...minimize negative impacts on human health and environment while supporting a diverse, equitable, and vibrant community and economy...”**

*City of Tacoma, WA Resolution No. 38248*



# Unsustainable Products



- **Hazardous ingredients**
- **Poor energy efficiency**
- **Wasteful (disposable, no recycled content)**
- **Unsustainable production**



# Sustainable Purchasing Benefits

## Progress towards:

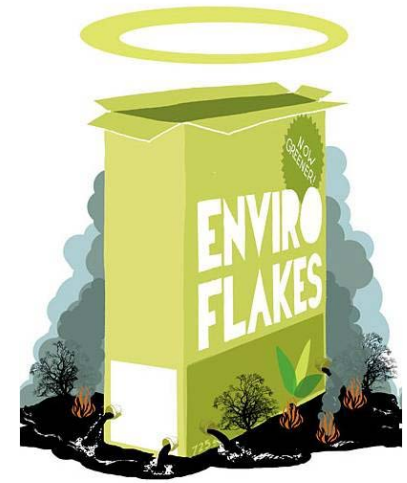
- **Climate action commitments**
- **Solid waste reduction goals**
- **Reduction of water and air pollution**
- **Minimization of toxic chemical releases and exposures**
- **Creation of “green” jobs**
- **Earning green building credits**
- **Life-cycle cost savings**





# Environmental Claims Increasing

- **Eco-safe**
- **Environmentally friendly**
- **Earth friendly**
- **Earth smart**
- **Environmentally safe**
- **Environmentally preferable**
- **Essentially non-toxic**
- **Practically non-toxic**
- **Made with non-toxic ingredients**
- **Degradable**
- **Natural**
- **Environmentally safe**
- **CFC-free**
- **Ozone friendly**
- **Recyclable**



Original Source: Kirsten Ritche, Gensler



# Environmental Claims Increasing

- Eco-safe
- Environmentally friendly
- Earth friendly
- Earth smart
- Environmentally safe
- Environmentally preferable
- Essential nontoxic
- Practical nontoxic
- Made with non-toxic ingredients
- Degradable
- Natural
- Environmentally safe
- FTC free
- Green friendly
- Recyclable

According to the FTC:  
**FALSE CLAIMS**



Original Source: Kirsten Ritche, Gensler

# Manufacturer-created Eco-Labels



# Manufacturer “Green” Claims



## The Power of Citrus

Made with a special combination of Citrus Power and scientific technology, Goo Gone safely removes any mess.



# Manufacturer “Green” Claims



## The Power of Citrus

Made with a special combination of Citrus Power and scientific technology, Goo Gone safely removes any mess.



## MATERIAL SAFETY DATA SHEET

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### SECTION 1 – CHEMICAL PRODUCT AND COMPANY IDENTIFICATION

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**Product Name:** GOO GONE  
**Product Code:** GG01, GG06, GG12, GG12C, GG12TB, GG12LN, GG12CNLN, GGP16A, GGP16CN, GG44, GG44TB, GG4472ST, GG447218, GG89, GG89AUST, GG89CN, GZ92, 1647, 1649, 1650, 175011480, 5011488, 77133

**Supplier:** MAGIC AMERICAN PRODUCTS  
**Address:** 26901 CANNON ROAD, SUITE 190  
BEDFORD HEIGHTS, OH 44146

**Telephone:** (800) 321-6330 M-F, 9-5 EST  
**Emergency:** CHEMTREC 24 HR (800) 424-9300  
**Date:** October 18, 2010

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### SECTION 2 – COMPOSITION, INFORMATION ON INGREDIENTS

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<u>Ingredients</u>	<u>Percent</u>	<u>CAS #</u>
Distillates (petroleum), hydrotreated light	< 95	64742-47-8
Tripropylene glycol methyl ether	1 – 10	25498-49-1
Citrus extracts blend	1 – 10	94266-47-4 / 8028-48-6

# Best Practice Require Claims to be Verified

*“Suppliers citing environmentally preferred product claims shall provide proper certification or detailed information on environmental benefits, durability and recyclable properties.”*



*Source: University of California Policy  
on Sustainable Practices*




# Multi-Attribute Certifications

## EcoLogo<sup>™</sup> Program

Third-party certification of environmentally-preferable products

[▶ Green Products](#)[▶ Get Certified](#)[▶ Our Standards](#)[▶ In the News](#)[▶ Partnerships](#)



### Our Standards

The EcoLogo Program: Scientifically Rigorous Standards. Meet ISO 14024 standards for eco-labelling. Open, public, transparent stakeholder standard-setting process

[▶ Click here to view our criteria...](#)



# Specify Certified Products

## Green Cleaners

- **Green Seal- or EcoLogo-certified products**
- **Metered dilution system**  
(to reduce exposure and save money)
- **Performance test, if possible**
- **Require vendor training and service**
- **Publicize available products**



*Several municipalities and states have contracts for certified “green” cleaners*



# Single Attribute Certifications



GREENGUARD  
ENVIRONMENTAL INSTITUTE

FIND PRODUCTS | CERTIFICATION PROGRAMS | RESOURCES | ANSI | ABOUT GEI

Just Certified

GREENGUARD Indoor Air Quality Certified

GREENGUARD Children & Schools

Indoor Air Quality Certified

Product Guide

Children & Schools Certified

Product Guide

Listed Products

Low-Emitting

Microbial Resistant

HOME >>

WELCOME TO THE GREENGUARD ENVIRONMENTAL INSTITUTE PRODUCT GUIDE

The world's largest guide for selecting low-emitting products and materials.

(This guide is developed by GEI, an industry-independent non-profit organization that is not affiliated with any manufacturer of a product that GEI certifies.)

Product Category:  
Flooring

Sub-Category:  
Resilient

Type:  
Rubber

Manufacturer:  
--ALL--

Search

QUICK PRODUCT SEARCH

Keyword:

Search

Click "Search" button to view results.

Search CSI Codes

GREENGUARD Indoor Air Quality Certified® Products

Your search returned 42 products.

Display 20

1 2 3

Advance

Mondo America Inc.

GREENGUARD Indoor Air Quality Certified

Certification Status: CERTIFIED

Restrictions: NONE

Certification Period(s): 04/2009- 04/2010

Printable Certificate for Indoor Air Quality

Geode MD

Mondo America Inc.

GREENGUARD Indoor Air Quality Certified

Certification Status: CERTIFIED

Restrictions: NONE

Certification Period(s): 04/2009- 04/2010

Printable Certificate for Indoor Air Quality

Harmoni

Mondo America Inc.

GREENGUARD Indoor Air Quality Certified

Certification Status: CERTIFIED

Restrictions: NONE

Certification Period(s): 04/2009- 04/2010

Environmental Claims Validated Mark

www.ResponsiblePurchasing.org

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# Product Rating Systems



- **US DOE/EPA ENERGY STAR Program**  
(energy-efficient appliances, office and lighting equipment)



- **EPEAT (“green” computer equipment)**



Look for the label!

- **US EPA Design for the Environment (DfE) Program** (low-toxicity cleaners)

# Best Practice Institutionalize



- **Don't try to do it on your own.**
- **Assess your internal resources.**
- **Assemble a “Green Team”**
- **Create a process for working together**
- **Establish communication and outreach strategies**
- **Get top level support**
- **Adopt EPP policy and/or guidelines**

# Best Practice

## Centralize

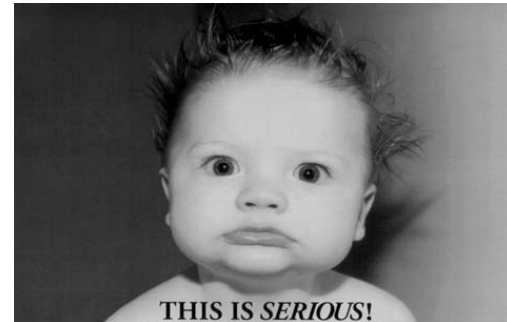
- **Lowers prices by aggregating demand**
- **Easier to control/monitor purchases**
- **Simplifies education process**
- **Saves time on ordering, book-keeping**



# Best Practice

## Prioritize Opportunities

- **Largest potential impact**
- **Ability to meet environmental/health goals**
- **Opportunities for change**  
(contracts re-bid)
- **Ease of implementation**  
(use existing specs)
- **Potential to save money**



# Best Practice

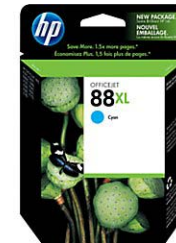
## Focus on Products that Save Money



- **Lower upfront costs**
- **Conserve energy or water**
- **Reduce paper or fuel use**
- **Lower maintenance costs**
- **Reduce replacement costs**
- **Avoid disposal/cleanup costs**
- **Support the local/regional economy**
- **Offset environmental and health program costs**

# Toner and Ink Cartridges

- **Remanufactured toner and ink cartridges cost 30-60% less per copy than “virgin” cartridges**
  - **Need strict performance standards**
  - **Can support local jobs**
- **Requiring vendors to take-back empties can reduce disposal costs (& result in rebates)**
- **XL toner and ink cartridges reduce replacement costs**





## Rocket Air Blowers



- Just uses air.
- You just need one.
- \$9.95

## Replace Gas Dusters



- Contains Refrigerant:  
1,1-Difluoroethane =  
**GHG 120X > CO2**
- Some brands contain HFC 134a  
1,1,1,2-Tetrafluoroethane  
= **GHG 1300X > CO2**  
\$5-\$15/can; you need many



# Foaming Hand Soap

- **Foaming hand soap reduces soap and water usage compared to liquid hand soap**
- **Push-operated hand soap dispensers eliminate battery purchase, installation and disposal costs associated with hands-free dispensers**



# Bottle-less Cooler Systems

- **Reduce monthly water costs 30-70% versus bottled water delivery**
- **Saves time lost to changing bottles, especially in larger offices.**
- **Prevents employees from hurting their back while lifting heavy water bottles**



**RPN has a bottled water alternatives guide & calculator**

# ENERGY STAR-rated LED Lamps

- **Energy-efficient**  
(75% less than incandescent)
- **Long life (15X longer than incandescent;  
≥25,000 hours rated life)**
- **Mercury-free**

*Qualified list: [www.energystar.gov](http://www.energystar.gov)*



# Best Practice

## Reduce Packaging

- **Encourage vendors to offer reusable and recyclable packaging**
- **Purchase “concentrated” products**



# Best Practice

## Reduce Transportation Impacts

- **Avoid overnight shipping, whenever possible**
- **Ask vendors to offer incentives for reducing the frequency of deliveries**
- **Support local companies**





# Best Practice

## Require Vendors to Recycle

- **Saves time/money by shifting responsibility for recycling to manufacturers and distributors**
- **Stimulates infrastructure for efficient recycling**
- **Encourages manufacturers to redesign their products to be more durable, more easily recyclable, and less toxic**







**e-Stewards**  
THE GLOBALLY RESPONSIBLE WAY  
TO RECYCLE YOUR ELECTRONICS

- Home
- About us
- Find e-Stewards Recyclers
- The e-waste crisis
- Recycling resources
- e-Stewards Certification
- News + Media



e-waste in Gulyu, China is often simply burned  
resulting in severe pollution of ground, water, and air.



# Best Practice Performance Test



- Engage end-users early
- Set performance criteria
  - ✓ Should be no trade-off
- Request product samples
- Conduct pilot tests
  - ✓ Try innovative products
- Only approve what works

# Best Practice

## Publicize Sustainable Products Offered on Your Contracts



### Recycled and Environmentally Preferable Products and Services Guide

**Massachusetts Statewide Contracts**  
Operational Services Division

#### Recycling Containers and Compost Bins

Contract #: FAC61	OSD Update #
Expiration Date:	09/30/14
Procurement Team Leader:	Brian Lavalley, DEP (617) 348-4076
OSD Environmental Contact:	Dmitriy Nikolayev (617) 720-3351



**Contract Summary:** The Department of Environmental Protection awarded and manages the statewide contract for a wide variety of containers for various recycling applications. Container types include: recycling bins, wheeled carts, home composting bins and buckets, public space recycling containers and rain barrels and others.

**Contractor Information and Product Offerings:**

Contractor / Address	Contact / Phone	Products	Post-Consumer Recycled Content
<b>New England Plastics Corp.</b> 126 Duxbury Blvd. New Bedford, MA 02745	Trudy Wood 508-998-3111 trudy@neplastics.com	• Home Compost Bins: 11, 24 & 30 cu. ft	50%
<b>Big Belly Solar</b> 50 Brook Road Needham, MA 02494	Steven Delaney 888-820-0300 x804 sdelaney@bigbellsolar.com	• Solar Powered Trash Compactors	N/A
<b>Norseman Plastics Ltd</b> 39 Westmore Dr., Rexdale, Ontario, Canada M9V 3Y6	Art McKenzie 800-894-8397 Ext 822 amckenzie@norsemanplastics.com	• Home Compost Bins • Kitchen Scrap Buckets: 1.6 gal	50%
<b>Rehrig-Pacific Company</b> 4010 East 26 Street	Mike Welchman 323-2626145	• Recycling Bins: 14, 18 gal • Kitchen Scrap Buckets: 2 gal	At least 20%



# Best Practice

## Direct Suppliers to...

- **Clearly label products that meet YOUR EPP criteria**
- **Require “greenest” products to be listed first via online searches**
- **Substitute (or suggest) EPPs when conventional items ordered**
- **Periodically report \$ amount of compliant/non-compliant purchases sold on your contract**



# Best Practice Collaborate

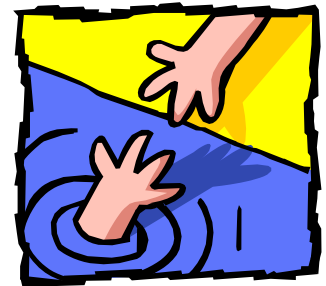
- **Don't try to do it on your own!**
- **Use specifications developed by other jurisdictions**
  - **EPPNet List-serve**
- **“Recycle” outreach materials**
  - **San Francisco's SF Approved List**
  - **King County's EPP Bulletins**
  - **State-level EPP websites**



# RPN Resources



- *Responsible Purchasing Guides* for 15 product categories



- Webinars on “green” procurement issues
- Monthly newsletter highlighting “green” purchasing activities and resources



- Sustainable purchasing policies and specifications



- *Model Responsible Purchasing Report*
- Calculators and other tools



# Upcoming RPN Webinar:

**Cutting-Edge Eco-Labels:  
What's New with UL Environment**



**Tomorrow  
June 17, 2011**

**11 AM – 12:00 PM (PST)**

# Thank You!



**Alicia Culver**

**Responsible Purchasing Network**

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**[www.responsiblepurchasing.org](http://www.responsiblepurchasing.org)**